

Message Text

CONFIDENTIAL

PAGE 01 DOHA 00813 030726Z
ACTION NEA-10

INFO OCT-01 EUR-12 EA-07 ISO-00 EB-07 /037 W
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R 021644Z JUL 77
FM AMEMBASSY DOHA
TO SECSTATE WASHDC 2765
INFO USDOC WASHDC
INFO AMEMBASSY ABU DHABI
AMEMBASSY ATHENS
USINT BAGHDAD
AMCONSUL DHAHRAN
AMEMBASSY JIDDA
AMEMBASSY KUWAIT
AMEMBASSY MANAMA
AMEMBASSY MUSCAT
AMEMBASSY TEHRAN
AMEMBASSY TOKYO

C O N F I D E N T I A L DOHA 0813

ABU DHABI PASS DUBAI

DEPT ALSO FOR NEA/ARP

USDOC FOR CAGNE

E.O. 11652: GDS
TAGS: BEXP, QA
SUBJECT: US FIRMS LOOSE OPPORTUNITY FOR MAJOR PROJECT IN QATAR
AND JAPAN WINS AGAIN

1. EMBASSY HAS LEARNED ON STRICTLY CONFIDENTIAL BASIS FROM OFFICIAL
OF WILLIAM L. PEREIRA AND ASSOCIATES, A US FIRM SERVING AS CON-
SULTANT ON THE DOLS 170MILLION GOQ HOTEL/CONVENTION CENTER PROJECT,
THAT US COMPANIES HAVE LOST ANY CHANCE AT GETTING THE PRIME
CONTRACT FOR THE PROJECT.

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2. TWO AMERICAN COMPANIES HAD BEEN EXPECTED TO BID, BUT ONE,
TEER-DAILEY OF DURHAM, NC, AND DETROIT, DROPPED OUT UNEXPEC-
TEDLY LESS THAN A WEEK BEFORE BIDS WERE DUE. SECOND US FIRM, BLOUNT
BROTHERS CORP OF MONTGOMERY, ALA, SUBMITTED BID WHICH WAS APPARENTLY
DEFECTIVE IN THAT IT UNEXPLAINEDLY IGNORED BASIC TENDER
REQUIREMENTS. BLOUNT BID WAS ALSO ABOUT DOLS 30 MILLION ABOVE

THE DOLS 170 MILLION FIGURE WHICH PEREIRA HAD GIVEN TO GOQ AS
A REASONABLE PRICE.

3. TAISEI (JAPANESE) BID OF DOLS 157 MILLION WAS ONLY ONE OF FOUR
RECEIVED BIDS TO COME IN UNDER SUGGESTED DOLS 170 MILLION PRICE.
TAISEI HAD ADVANTAGE OF ALREADY BEING IN MARKET IN QATAR (BUILD-
ING QATAR STEEL COMPLEX FOR KOBE STEEL, BUT THIS ADVANTAGE SHARED
WITH TEER-DAILEY (BUILDING RAMADA INN). ACCORDING SOURCE,
JAPANESE FIRM MADE BETTER SHOWING BY DEVOTING MORE TIME,
EFFORT AND PERSONNEL TO PREPARATION OF BID AND APPEAR TO HAVE
IN BAG A JOB ON WHICH US FIRMS SEMMED TO HAVE BUILT IN ADVANTAGES:
US CONSULTANT, US SPECIFICATIONS AND STANDARDS, AND EXPRESSED
DESIRE OF GOQ OFFICIALS TO GET US FIRMS INTO QATAR DEVELOPMENT
PICTURE. ADVANCE INFORMATION CONCERNING BIDS IS BUSINESS PROPRI-
ETARY INFORMATION OF WILLIAM L. PEREIRA CORPORATION, AND SHOULD BE
TREATED AS STRICTLY CONFIDENTIAL.

4. EMBASSY OF COURSE VERY DISAPPOINTED THAT EITHER THROUGH
LACK OF INTEREST OR FAULTY BID PREPARATION US COMPANIES HAVE
AGAIN MISSED OPPORTUNITY TO BREAK INTO GOQ MAJOR PROJECTS MARKET.
WE ARE PARTICULARLY UNHAPPY THAT THIS HIGHLY VISIBLE AND DESIRABLE
PROJECT WAS MISSED AND ESPECIALLY SINCE EVERYONE KNEW THAT US
FIRMS HAD ALL THE ADVANTAGES. THE NATURAL QUESTION WHICH WILL
ARISE IS "HOW CAN THE AMERICANS GET ANY PROJECT IN QATAR IF THEY
COULD NOT GET THE HOTEL AND CONVENTION CENTER?"

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